

PART I: US Adult Sample (Amazon MTurk)

Variable	Description
q1	The hospital is effective (from does not fit at all=1 to fits very well=7)
q2	The hospital is effective in accomplishing its core mission (from does not fit at all=1 to fits very well=7)
q3	The hospital is effective in delivering a very good service (from does not fit at all=1 to fits very well=7)
q4	The hospital has disproportionate administrative rules and procedures (from does not fit at all=1 to fits very well=7; reversely coded)
q5	A high level of administrative procedures negatively affects the hospital's efficiency (from does not fit at all=1 to fits very well=7; reversely coded)
q6	The hospital is effective in lowering its costs (from does not fit at all=1 to fits very well=7)
q7	The hospital prioritizes its profit margin (from does not fit at all=1 to fits very well=7)
q8	The hospital is genuinely interested in the well-being of patients (from does not fit at all=1 to fits very well=7)
q9	The hospital acts in the interest of patients (from does not fit at all=1 to fits very well=7)
public	Public cue=1; otherwise=0
performance	Performance system cue=1; otherwise=0
age	Age
religion	Religious service attendance (1=Never; 2=Annual; 3=Monthly; 4=Weekly)
gender	Gender (female=1)
white	Race (White=1; non-white=0)
ideology	Political ideology (from very liberal=1 to very conservative=5)
group	Experimental condition group (0=private baseline; 1= private with performance management cue; 2= public baseline; 3= public with performance management cue)

N=385

PART II: US Student Sample

Variable	Description
q1	The hospital is effective (from does not fit at all=1 to fits very well=7)
q2	The hospital is effective in accomplishing its core mission (from does not fit at all=1 to fits very well=7)
q3	The hospital is effective in delivering a very good service (from does not fit at all=1 to fits very well=7)
q4	The hospital has disproportionate administrative rules and procedures (from does not fit at all=1 to fits very well=7; reversely coded)
q5	A high level of administrative procedures negatively affects the hospital's efficiency (from does not fit at all=1 to fits very well=7; reversely coded)
q6	The hospital is effective in lowering its costs (from does not fit at all=1 to fits very well=7)
q7	The hospital prioritizes its profit margin (from does not fit at all=1 to fits very well=7)
q8	The hospital is genuinely interested in the well-being of patients (from does not fit at all=1 to fits very well=7)
q9	The hospital acts in the interest of patients (from does not fit at all=1 to fits very well=7)
public	Public cue=1; otherwise=0
performance	Performance system cue=1; otherwise=0
age	Age
religion	Religious service attendance (1=Never; 2=Annual; 3=Monthly; 4=Weekly)
gender	Gender (female=1)
white	Race (White=1; non-white=0)
ideology	Political ideology (from very liberal=1 to very conservative=5)
group	Experimental condition group (0=private baseline; 1= private with performance management cue; 2= public baseline; 3= public with performance management cue)

N=416